

# LSA REPORTER

**EDITORS: William M. Lynk, CRL \* Alvin Moebus**

**Publication Deadline:** Submit items Two (2) Weeks (14 calendar days) prior to the LSA meeting date.

**NEW & Improved LSA Website:** <http://www.LsaMichigan.org>



## PRESIDENT'S MESSAGE—ROB ROVINSKY, CPL

This particular November is a very special month. We'll still be celebrating the Tigers taking the World Series, (though, as I write this, Zumaya has just thrown away game three), we'll be preparing for and then celebrating Thanksgiving, we'll be getting a start on (enter your favorite holiday here ) shopping, and, incidentally, we'll be selecting the next Governor, Congressmen, State Senators, Secretary of State, and so on. Most importantly, this November we'll be treated to a fantastic line up of guests, great prizes and more at our regular meeting.

We'll get the latest on new products from Will Spaninger of Ilco, see what surprises IDN's Ron Weston has aboard his rolling showroom, then Tony Chaivre shows us how the pros at Canfield Equipment do it when they outfit a locksmith service truck. All of this delivered right to our door at no extra charge.

So how 'bout that DynaLock class? When the LSA puts on a class it's First Class! After a terrific continental breakfast, everyone in attendance got up-close and personal with the latest in access control products by DynaLock. Hands on, with everything provided by Mary Hester of JLM Wholesale and DynaLock's John Schum with Mike Liebenson. Oh, and did I mention the swag? Ohhhh yeah!

The LSA continues to distinguish itself as the "Education Association" with in depth classes tailored to your needs. Coming up in January, get warm and cozy with our own genuine ALOA instructor, Bill Lynk, CRL as he unlocks the secrets of interchangeable core cylinders. These are widely used cylinders. Don't be left out in the cold. And speaking of cold; in February defrost your brain with some toasty Life Safety Codes with ADA. Kudos to Education Chairman Bob Noble, CML for bringing in ALOA instructor Mark Blum CML, CPS to teach this professional caliber class. This is a serious subject. If you service commercial buildings you must know the code.

Notes from the board meeting: Our main focus was on the question of what action the LSA can collectively take against out of state companies running sham "locksmith" businesses here. The following talking points were developed:

1) Define the issue in legal terms. 2) Ally with other industry, community and consumer groups. 3) Distinguish the LSA member locksmith. 4) Set short term and long term goals.

Also in this newsletter, John Hubel's Public Relations editorial examines another aspect of this issue. One that addresses the heart of the matter and what the LSA stands for, namely, ethics. Check it out, come to the meeting and join the discussion. You won't be heard if you're not there. Letters to the editor are also welcome and encouraged.

Yes, this November; as the war continues, as the state economy flags, and as parasitic businesses erode our public image and steal our business; this November is quite special. Don't allow apathy to carry the election. Be sure to vote November 7<sup>th</sup>. Don't allow complacency to enable crooks to thrive here. Come in and be heard at our regular meeting Thursday the 9<sup>th</sup> of November.

*P.S. Share this newsletter.*

*Rob Rovinsky, CPL—President*



## ELECTED & APPOINTED LSA OFFICERS

President—**Rob Rovinsky, CPL** (248) 644-7939

Vice President—**Kevin Thompson** (586) 716-1177

Secretary—**Michael Buda** (313) 730-1075

Treasurer—**John Shamass** (586) 296-2438

Sargent-At-Arms—**Ken Morgan, Sr.** (248) 380-5083

Newsletter—**William M. Lynk, CRL** (313) 884-9800

Newsletter—**Alvin Moebus** (313) 885-9365

Webmaster—**William M. Lynk, CRL** (313) 884-9800

Education Chairman—**Robert Noble, CML** (810) 385-9329

Membership Secretary—**Alvin Moebus** (313) 885-9365

Public Relations—**John Hubel, CML** (586) 615-3969

Librarian—**Larry Williams, RL, CPP** (248) 894-8294

### **Board of Directors:**

Maurice Horne, CML ; Larry Walker, CRL ; Robert Noble, CML ;

John Hubel, CML ; Larry Williams, RL, CPP



## EDUCATION & PRP NEWS—*ROBERT NOBLE, CML*

### ***From the desk of the Education Chairman:***

Interesting! Enlightening! Informative! Useful! These plus all the adjectives you can think of to describe the benefits and value of the classes the LSA has been offering. And it continues!

January brings the LSA's own **William Lynk, CRL**, to reveal the secrets of Interchangeable Cores. This class was presented at the ALOA Las Vegas Convention. And, to borrow a phrase from President Bob Rovinsky, CPL, "*William M. Lynk demystifies the secrets of interchangeable cores....*" So, mark your calendar for January 13th to take part in this extraordinary class. (And as an added bonus: Lunch will be served.)

November and December brings special guests to the LSA meeting. Keep checking the calendar for updates. **Who are They?????**

We have a special surprise for the January meeting. We will share this with you as soon as all the details are worked out. WOW!!!

This is being written before the PRP on October 28th. We wish everyone well that took advantage of this opportunity to test their knowledge against their peers. Good luck PRP candidates!

**PS:** Bring a guest to the next LSA meeting. Be proud to show off your association. If you know of a member that has not attended lately, give them a call and invite them to come with you.

See you in class.

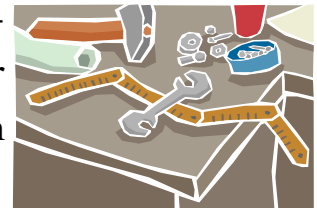
***-Robert Noble, CML—***Education Chairman

**NEXT  
LSA  
MEETING**  
THURSDAY,  
NOV. 9TH AT  
7:30 P.M.



### **TECH TIPS—OUR CUSTOMERS**

*"The customer is always right"*. But, the customer being right ought to reflect on your invoices! Treat them fairly, but know when to intercede. They pay our bills.



**Locksmith Security Association** meets at 7:30 p.m., the second Thursday of the month (Sept. to June) in the Metro Detroit Area in southeast Michigan:  
UAW Hall (in Troy)  
1640 Stephenson Hwy., just north of Maple (15 Mile Rd.), on the east side of street.



### **PRP GLOSSARY—KEEPING YOU "IN THE KNOW"**

**oersted**—n. a unit of magnetic field strength which is commonly used in the magnetic recording industry

**configured pin**—n. a bottom pin which is designed not to rotate along its long axis, often associated with off-centerline chambers

We're On the World Wide Web! [www.LsaMichigan.org](http://www.LsaMichigan.org)



## LSA MEMBER OF THE MONTH—JIM WHIDDEN, CRL



At a fourth generation lock shop in Hamtramck named AL-S, **Jim Whidden, CRL**, started his career at the ripe old age of 12. A grandson of the owner asked Jim to come and “play” at the shop, and for the next 12 twelve years he played, worked, and learned the trade.

During 1990, Jim went to work for Blue Star Safe and Lock. Jim’s career moved forward during his five years at Blue Star. Then for one year he worked for Bill Fox at Mt. Clemens Lock. There he helped train our vice president, Kevin Thompson.

Jim then struck out on his own doing mobile safe and car openings. Much of his work was contracted through various auto dealerships. Then in 1997 he leased a building on Van Dyke that he is presently occupying and hopes to own next year.

AT the urging of Jim Belcher , Jim joined L.S.A. in 1995. He also is a member of A.L.O.A and S.A.V.T.A.

Jim is a graduate of Detroit Osborn, married Kathy in 1989, and they have two daughters. Meet and greet Jim at our November meeting and listen to him as he has a wealth of information about locksmithing.

-by **Al Moebus**



## UPDATE ON THE NEWEST LSA WEBSITE ADDITIONS!

**Sponsors**—Check out **Door Safe Systems**

**Tech Manuals**—Added: Door Handing, Single Door Spec Sheet, Door Locations

**Officers**-See whose running LSA

**Newsletters**— See past newsletters and the current one

**FOR SALE**—New items to sell. Get them fast!



**PUBLIC RELATIONS—JOHN HUBEL, CML**

Are you carrying The Card? The LSA card. Often we are complaining regarding the paranoid, incompetent, unethical, rude, loaner locksmiths around us. Carry LSA business cards in your truck and invite those locksmiths you cross at various job sites, to an LSA meeting. Maybe the first time will not work, but multiple invitations by various locksmiths will entice that locksmith to a meeting.

The next question is why we want that paranoid, incompetent, unethical, rude, loaner locksmith at an LSA meeting. Because only then will that locksmith begin to witness the high ethic LSA members maintain, the many venues of learning opportunities that exist for LSA members, and soon discover that he is the exception to the rule and that business IS much better on the other side.

Finally, it is our job to welcome that “post” paranoid, incompetent, unethical, rude, loaner locksmiths to our LSA fold, should he wish to join. Believe it or not, you may benefit from what he can offer!

It is then you will be able to say that the metropolitan Detroit area has stable, ethical, educated, polite, confident, and support driven locksmiths ready to serve the public, our customers.

Since there are many who read this Reporter from the outside – Are you Locksmith A or Locksmith B ????? You, too, have an association that is worthwhile joining. Find one near you by the quick search through the improved LSA website: [www.LsaMichigan.org](http://www.LsaMichigan.org). LSA business cards will be available for you at the meeting.



**“Qwik-Qwiz”**

Q) Key Code A451 in a code book marked with a note of “-450+DB” is:

- A) a direct digit
- B) a derivative or conversion
- C) the same code listed as DB-A451
- D) None of the above

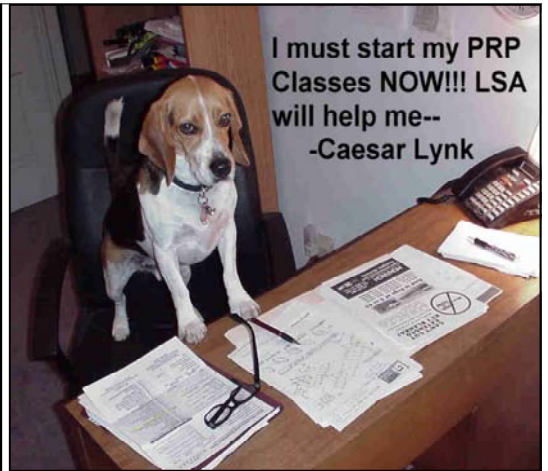
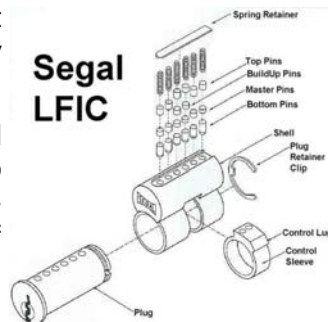
[answers on the next page]



**IC CORNER—WILLIAM M. LYNK, CRL**

**Little Known Segal IC**—Segal, best known for its “Jimmy Proof Latches,” also made a large format IC. What most people do not know is that it was actually manufactured in Canada via the Dominion plant that was already making a variety of locks and cores.

Only two chambers were allocated for the control chambers (similar to the new Sargent and Medeco). Unfortunately, it went the way of many early ICs. Bye-bye, Segal!!



I must start my PRP Classes NOW!!! LSA will help me--  
-Caesar Lynk

Caesar & Marcus—LSA Mascots



**CALENDAR OF LSA EVENTS—SEE WEBSITE FOR COMPREHENSIVE LIST**

**November 9 - LSA Meeting;** 7:30 pm; Will Spaninger – ILCO, New and upgraded equipment; Ron Weston bringing the IDN Traveling Show; Tony Chaivre of Canfield Equipment presenting “Locksmith Vehicles”

**December 14 - LSA Meeting;** 7:30 pm; Gene Simon Presenting LAB and Major Manufacturing



**WEB LINKS**

**ALOA**  
[www.aloa.org](http://www.aloa.org)

**IDN-Hardware Sales, Inc.**  
[www.idnhardware.com](http://www.idnhardware.com)

**ClearStar Security Network**  
[www.clearstar.com](http://www.clearstar.com)

**LAB**  
[www.labpins.com](http://www.labpins.com)

**LSA**  
[www.LsaMichigan.org](http://www.LsaMichigan.org)



 **Rogue's Row**—PIX FROM PREVIOUS MEETINGS & LSA CLASSES





# ITEMS FOR SALE

## Offered by Elmer Carver (313) 493-0117

- >>\* Sears Craftsman 16" direct drive scroll saw #E82443 with metal table
- >>\* Sears Craftsman radial saw with table
- >>\* Sears Craftsman 8" direct drive table saw with stand
- >>\* Sears Craftsman 12" wood lathe
- >>\* Sears Craftsman 8" drill press, 1/3 HP
- >>\* Sears Craftsman 10" band saw, 1/3 HP
- >>\* Sears Craftsman belt sander stand, Model 1709.25961
- >>\* Sears Craftsman router table unitized fence
- >>\* PlasPlugs diamond wheel wet saw
- >>\* ALL ITEMS /s table indicated above are bolted to a sturdy wood work
- >>bench/table - INCLUDED /c item

## Offered by: Robert Noble, CML (810) 385-9359

Item #1: \$650.00 **FRAMON EXPRESS:** Lever manual duplicator. Used but still a FRAMON. This excellent machine is value priced for many years of service. This quality machine is perfect for use as the duplicator in your shop without the high cost of a new quality machine. 110V ac. Framon has a 12Volt DC Motor if you prefer or run it off a power inverter in your service vehicle.

Item #2: \$50.00 **Curtis Manual Duplicator:** This older but good machine still produces accurate keys. Complete with cover and chip guard. 110V ac.

## Offered by: Bob Rovinsky, CPL (248) 514-3096

**Van Shelving:** Quietflex brand shelving for full size vans.. Brand new. Three 37" wide units; one with drawers and dividers, and a 14" wide unit. \$350.00 for the unit with drawers; \$250.00 without drawers; \$150.00 for the 14" unit. \$850.00 for all.



LOCKSMITH SECURITY ASSOCIATION  
OF MICHIGAN

533 Fisher Road  
Grosse Pointe, MI 48230

Phone: (313) 885-9365

Email:

amoebus@LsaMichigan.org

Bookmark the **NEW** LSA Website.  
**www.LsaMichigan.org**

CLASSIFIED ADS—SEE LSA WEBSITE FOR UPDATES

**See Additional Page  
for FOR SALE Items**

**PLACE YOUR AD HERE FOR FREE \$\$\$**

*Free: LSA always has free items for members who attend the meetings!*

Qwik-Qwiz:

Answer: B

## Associate Members of LSA

### Bockert & Associates

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# Interchangeable Core Fundamentals



LOOKING FOR ANSWERS ABOUT THOSE  
PESKY INTERCHANGEABLE CORES?  
LSA'S OWN WILLIAM LYNK, CRL, HAS  
THE ANSWERS FOR YOU!

LSA IS PRESENTING AN ALOA A.C.E.  
CLASS ON IC FUNDAMENTALS AND IS  
OFFERING THE PRP EXAM L-37  
AFTER CLASS.

SATURDAY, January 13, 2007  
8:00 am—5:00 pm

Instructor: William Lynk, CRL, Author, Webmaster

This class covers the construction, operation, housings, brands, keys and key control issues for interchangeable core systems. It is an excellent preliminary class for those planning to take SFIC #318 or LFIC #418. These topics are covered in detail in #318 and #418.

The focus of this course is a concise small and large format comparison/contrast explanation with a hands-on approach. The class accompanies the student through a cursory look into the many manufacturers' IC key systems. IC housings are presented in detail. IC key control choices for the security professional are covered in depth, along with many IC hotel function options still available today!

Join us in class!

- See the genius of IC design
- Learn the power of 23
- Be amazed at the variety
- Marvel at the close tolerances
- Be mystified by the flexibility

PUT PROFITS IN YOUR POCKET!

Picking up even ONE job because of  
this class will benefit you!



**\*\*CALL 810-385-9329 to register NOW!\*\***

Class is limited to 20 students: Register by January 7th

The class will be held at the:

**Holiday Inn Express**

**I-94 at Little Mack Exit**

31900 Little Mack, Roseville, MI 48066

**Cost: NON-LSA Member \$140.00**

**LSA Member \$95.00**

Includes light lunch

PRP L-37 available after class for ALOA members only:  
Additional Fee \$15.00

"This class has been approved for 1 point towards the ALOA  
PRP Recertification requirements"







# CODES-CODES-CODES-

What's the difference between satisfying a customers security needs and spending the rest of your life paying off a lawsuit?

Answer: Life Safety Codes

CODES-CODES-CODES-CODES-CODES-CODES-CODES-CODES

## Life Safety Codes with ADA

Instructor: Mark Blum, CML, CPS  
An ALOA ACE Class sponsored by LSA

YOU ARE A PROFESSIONAL LOCKSMITH OF THE 21ST. CENTURY! Here's an excellent opportunity to be updated on the latest codes! Learn how you can satisfy your customers security needs and avoid spending the rest of your life paying off a lawsuit. Know "the Code". Sign up for this highly informative and necessary class. Areas to be covered include:

- IBC Chapters 3, 4, and 10
- NFPA 80-1999
- NFPA 101-2003
- And much, much more!

SATURDAY, February 10, 2007  
8:00 am—5:00 pm

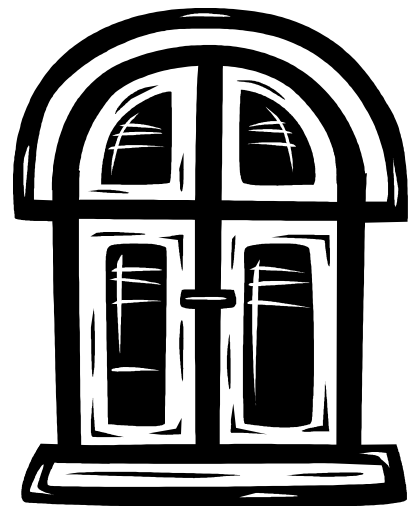
**Full day class \$135.00**  
**Includes class materials and lunch!**

*ALOA Members Only:  
PRP L-07 available after class  
Additional Fee \$15.00*

**\*\*CALL 810-385-9329 to register NOW!\*\***

Class size is limited! Class will be held at the:

**Holiday Inn Express**  
I-94 Exit 232 at Little Mack  
31900 Little Mack, Roseville, MI 48066



"This class has been approved for 1 point towards the ALOA PRP Recertification requirements"